

NORTH OKANAGAN DIVISION
MONTHLY STATISTICS

FOR

July 1 - 31, 2002

NORTH OKANAGAN DIVISION

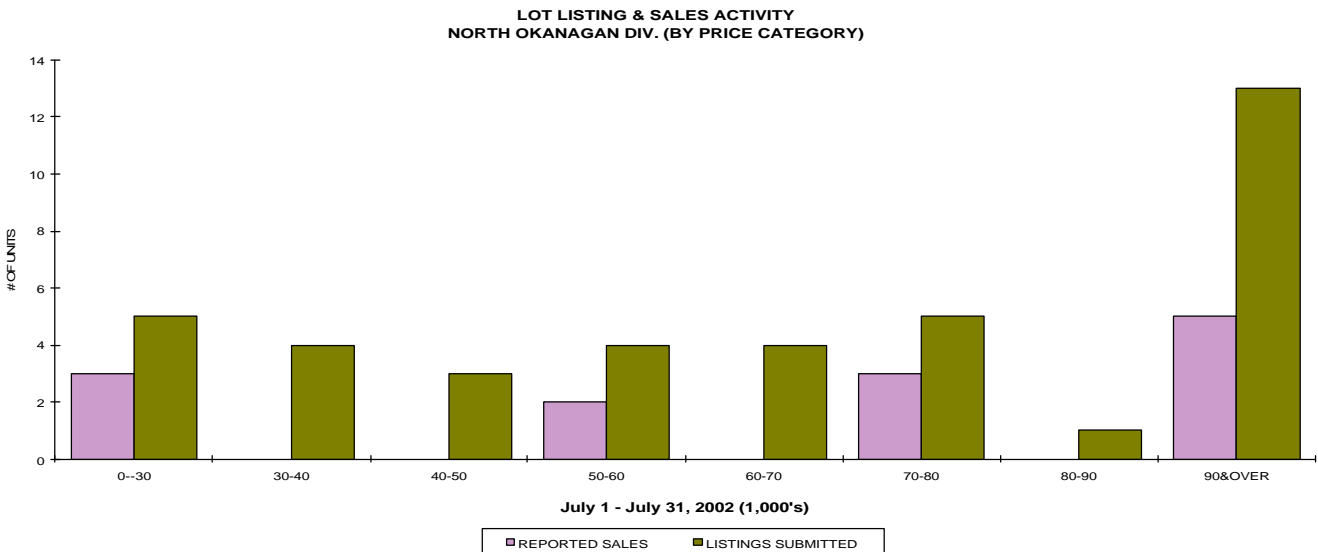
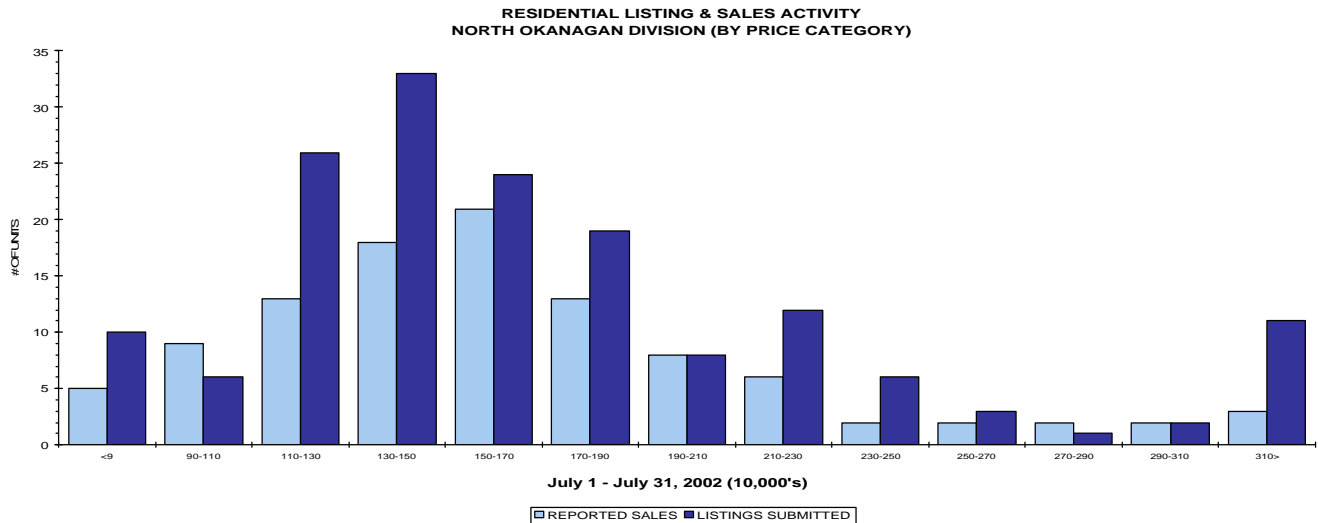
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July 2002

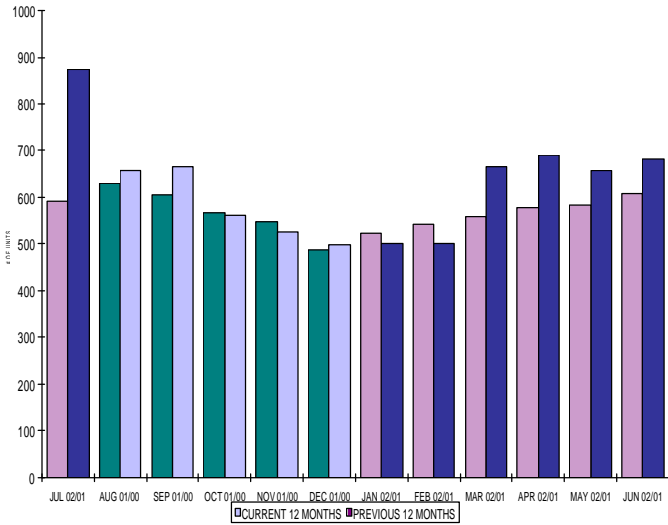
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
July 2002	177	\$30,871,637	104	\$17,762,412	353	2,053
June 2002	185	\$29,428,407	83	\$13,147,301	398	2,108
July 2001	160	\$22,631,534	82	\$11,335,750	320	2,338

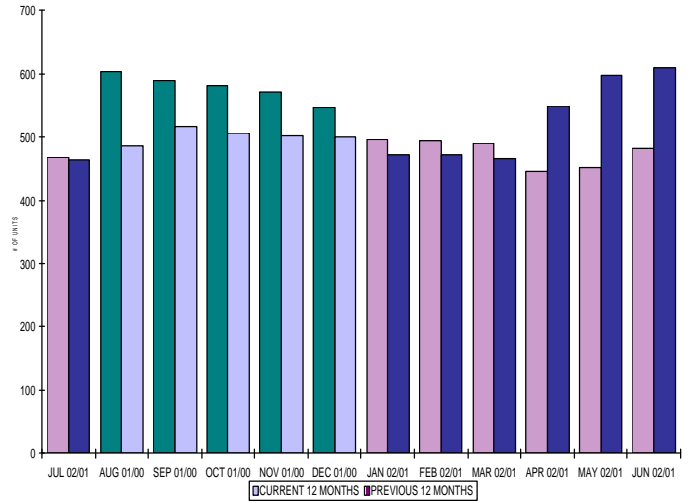
The average number of listings-per-licensee is 11.0



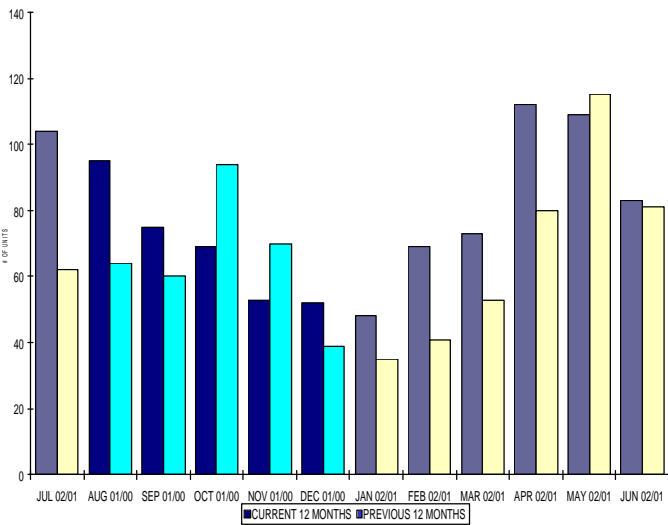
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



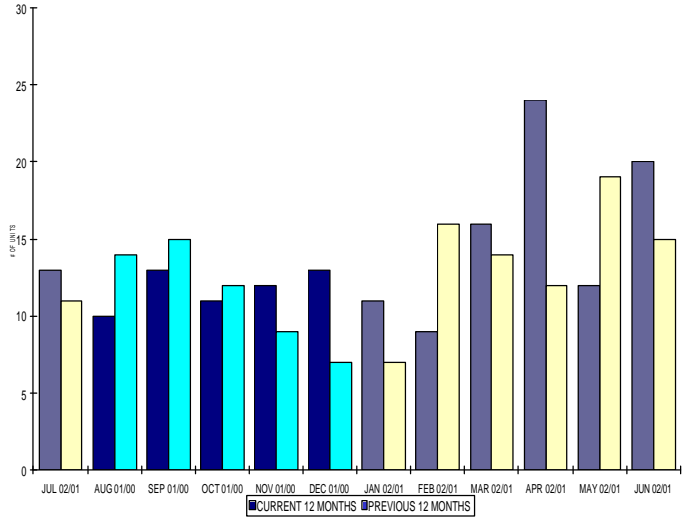
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

July 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	1	15	169	0.59%	932
ACREAGE/HOUSE	16	43	270	5.93%	157
CONDO/APT	6	23	111	5.41%	36
CONDO/TWNHSE	9	28	107	8.41%	91
LOTS	12	24	299	4.01%	208
RESIDENTIAL	104	161	592	17.57%	76

AVERAGE HOUSE PRICE \$170,792

MEDIAN HOUSE PRICE \$158,500

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
July 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	736	719	2.4%	5081	4920	3.3%
Units Sold	451	347	30.0%	3093	2113	46.4%
Sales Dollars	\$92,176,595	\$60,497,726	52.4%	\$564,587,382	\$355,111,085	59.0%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2830					
ZONE NO TOTALS						
Units Listed	353	321	10.0%	2349	2349	0.0%
Units Sold	177	162	9.3%	1124	932	20.6%
Sales Dollars	\$30,871,637	\$21,244,534	45.3%	\$175,847,714	\$133,350,013	31.9%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	2053					
ZONE SH TOTALS						
Units Listed	205	257	-20.2%	1357	1526	-11.1%
Units Sold	109	89	22.5%	507	434	16.8%
Sales Dollars	\$13,853,200	\$12,128,151	14.2%	\$68,871,517	\$59,199,536	16.3%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1721					
ZONE OB TOTALS						
Units Listed	15	25	-40.0%	140	114	22.8%
Units Sold	4	2	100.0%	16	14	14.3%
Sales Dollars	\$567,850	\$595,000	-4.6%	\$3,801,551	\$5,057,000	-24.8%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	138					
GRAND TOTALS						
Units Listed	1309	1322	-1.0%	8927	8909	0.2%
Units Sold	741	600	23.5%	4740	3493	35.7%
Sales Dollars	\$137,469,282	\$94,465,411	45.5%	\$813,108,164	\$552,717,634	47.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6742					

LICENSEES
June 30, 2002

	TOTAL NUMBER OF LICENSEES July 31/02	TOTAL NUMBER OF LICENSEES July 31/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	691	677	14	2.07%
CENTRAL OK DIV.	439	422	17	4.03%
NORTH OK DIV.	185	184	1	0.54%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	73			
SALESPERSONS	551			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
TOTALS	691			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
July 31, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	15	20	-25.0%	90	106	-15.1%
UNITS SOLD	1	5	-80.0%	32	31	3.2%
SALES DOLLARS	\$210,000	\$497,500	-57.8%	\$3,779,165	\$3,959,839	-4.6%
LIST/SELL RATIO	91.30	85.06		86.01	85.30	
DAYS TO SELL	932	214	335.5%	273	288	-5.2%
ACTIVE INVENTORY	169					
AVERAGE PRICE	\$210,000	\$99,500	111.1%	\$118,099	\$127,737	-7.5%
MEDIAN PRICE	\$210,000	\$89,000	136.0%	\$97,250	\$95,000	2.4%
Acreage with House						
UNITS LISTED	43	44	-2.3%	294	296	-0.7%
UNITS SOLD	16	12	33.3%	115	93	23.7%
SALES DOLLARS	\$3,911,900	\$2,374,900	64.7%	\$25,364,116	\$21,083,353	20.3%
LIST/SELL RATIO	92.48	89.02		91.92	89.27	
DAYS TO SELL	157	254	-38.2%	159	208	-23.6%
ACTIVE INVENTORY	270					
AVERAGE PRICE	\$244,494	\$197,908	23.5%	\$220,558	\$226,703	-2.7%
MEDIAN PRICE	\$256,500	\$178,500	43.7%	\$203,000	\$200,500	1.2%
Acreage (Waterfront)						
UNITS LISTED	1	3	-66.7%	7	9	-22.2%
UNITS SOLD	1	0	100.0%	3	1	200.0%
SALES DOLLARS	\$208,000	\$0	100.0%	\$540,000	\$113,500	375.8%
LIST/SELL RATIO	100.00	0.00		95.00	87.37	
DAYS TO SELL	338	0	100.0%	259	449	-42.3%
ACTIVE INVENTORY	10					
AVERAGE PRICE	\$208,000	\$0	100.0%	\$180,000	\$113,500	58.6%
MEDIAN PRICE	\$208,000	\$0	100.0%	\$168,000	\$113,500	48.0%
Business						
UNITS LISTED	13	10	30.0%	63	63	0.0%
UNITS SOLD	0	0	0.0%	10	10	0.0%
SALES DOLLARS	\$0	\$0	0.0%	\$1,777,800	\$721,650	146.4%
LIST/SELL RATIO	0.00	0.00		103.25	80.24	
DAYS TO SELL	0	0	0.0%	253	209	21.1%
ACTIVE INVENTORY	72					
AVERAGE PRICE	\$0	\$0	0.0%	\$177,780	\$72,165	146.4%
MEDIAN PRICE	\$0	\$0	0.0%	\$107,000	\$47,450	125.5%
Condo (Townhouse)						
UNITS LISTED	28	18	55.6%	179	141	27.0%
UNITS SOLD	9	19	-52.6%	104	94	10.6%
SALES DOLLARS	\$1,077,250	\$2,165,100	-50.2%	\$11,636,137	\$9,813,301	18.6%
LIST/SELL RATIO	97.91	94.94		94.67	91.04	
DAYS TO SELL	91	141	-35.5%	118	170	-30.6%
ACTIVE INVENTORY	107					
AVERAGE PRICE	\$119,694	\$113,953	5.0%	\$111,886	\$104,397	7.2%
MEDIAN PRICE	\$115,000	\$117,900	-2.5%	\$96,875	\$97,000	-0.1%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

July 31, 2002

NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	23	15	53.3%	117	88	33.0%
UNITS SOLD	6	9	-33.3%	59	52	13.5%
SALES DOLLARS	\$422,900	\$866,000	-51.2%	\$5,359,255	\$5,102,072	5.0%
LIST/SELL RATIO	97.12	90.29		94.89	92.70	
DAYS TO SELL	36	126	-71.4%	204	187	9.1%
ACTIVE INVENTORY	111					
AVERAGE PRICE	\$70,483	\$96,222	-26.7%	\$90,835	\$98,117	-7.4%
MEDIAN PRICE	\$70,250	\$103,000	-31.8%	\$78,000	\$97,500	-20.0%
Duplex						
UNITS LISTED	2	5	-60.0%	45	39	15.4%
UNITS SOLD	1	3	-66.7%	14	20	-30.0%
SALES DOLLARS	\$135,000	\$241,900	-44.2%	\$1,451,900	\$1,853,150	-21.7%
LIST/SELL RATIO	90.30	95.04		90.19	90.00	
DAYS TO SELL	439	38	1055.3%	190	142	33.8%
ACTIVE INVENTORY	40					
AVERAGE PRICE	\$135,000	\$80,633	67.4%	\$103,707	\$92,658	11.9%
MEDIAN PRICE	\$135,000	\$76,900	75.6%	\$91,000	\$86,000	5.8%
Farms						
UNITS LISTED	4	6	-33.3%	31	38	-18.4%
UNITS SOLD	1	2	-50.0%	11	10	10.0%
SALES DOLLARS	\$300,000	\$446,934	-32.9%	\$4,528,000	\$5,122,934	-11.6%
LIST/SELL RATIO	81.08	98.46		87.71	90.36	
DAYS TO SELL	54	72	-25.0%	356	154	131.2%
ACTIVE INVENTORY	44					
AVERAGE PRICE	\$300,000	\$223,467	34.2%	\$411,636	\$512,293	-19.6%
MEDIAN PRICE	\$300,000	\$223,467	34.2%	\$335,000	\$383,000	-12.5%
IC&I						
UNITS LISTED	4	8	-50.0%	43	44	-2.3%
UNITS SOLD	3	0	200.0%	9	4	125.0%
SALES DOLLARS	\$620,000	\$0	100.0%	\$1,857,500	\$742,500	150.2%
LIST/SELL RATIO	91.28	0.00		90.55	77.81	
DAYS TO SELL	51	0	100.0%	177	170	4.1%
ACTIVE INVENTORY	73					
AVERAGE PRICE	\$206,667	\$0	100.0%	\$206,389	\$185,625	11.2%
MEDIAN PRICE	\$160,000	\$0	100.0%	\$170,000	\$154,750	9.9%
IC&I Land						
UNITS LISTED	5	4	25.0%	35	46	-23.9%
UNITS SOLD	0	2	-100.0%	3	3	0.0%
SALES DOLLARS	\$0	\$544,000	-100.0%	\$1,421,500	\$796,600	78.4%
LIST/SELL RATIO	0.00	85.45		89.62	87.14	
DAYS TO SELL	0	457	100.0%	197	316	-37.7%
ACTIVE INVENTORY	57					
AVERAGE PRICE	\$0	\$272,000	100.0%	\$473,833	\$265,533	78.4%
MEDIAN PRICE	\$0	\$272,000	100.0%	\$325,000	\$252,600	28.7%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

July 31, 2002

NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	21	12	75.0%	116	230	-49.6%
	UNITS SOLD	10	12	-16.7%	64	62	3.2%
	SALES DOLLARS	\$609,275	\$633,900	-3.9%	\$4,788,275	\$3,643,550	31.4%
	LIST/SELL RATIO	91.43	87.61		88.33	87.85	
	DAYS TO SELL	252	327	-22.9%	425	400	6.3%
	ACTIVE INVENTORY	274					
	AVERAGE PRICE	\$60,928	\$52,825	15.3%	\$74,817	\$58,767	27.3%
	MEDIAN PRICE	\$65,500	\$56,500	15.9%	\$71,938	\$57,500	25.1%
Leases							
	UNITS LISTED	4	3	33.3%	37	21	76.2%
	UNITS SOLD	1	1	200.0%	5	5	0.0%
	SALES DOLLARS	\$292,500	\$87,000	100.0%	\$485,223	\$129,403	275.0%
	LIST/SELL RATIO	0.00	0.00		0.00	13.33	
	DAYS TO SELL	0	263	100.0%	203	183	10.9%
	ACTIVE INVENTORY	50					
	AVERAGE PRICE	\$292,500	\$87,000	100.0%	\$97,045	\$25,881	275.0%
	MEDIAN PRICE	\$292,500	\$87,000	100.0%	\$48,000	\$1,000	4700.0%
Lots (Waterfront)							
	UNITS LISTED	2	1	100.0%	9	12	-25.0%
	UNITS SOLD	1	1	0.0%	3	3	0.0%
	SALES DOLLARS	\$280,000	\$229,000	22.3%	\$745,000	\$700,000	6.4%
	LIST/SELL RATIO	93.33	99.78		95.94	88.20	
	DAYS TO SELL	35	32	9.4%	109	241	-54.8%
	ACTIVE INVENTORY	15					
	AVERAGE PRICE	\$280,000	\$229,000	0.0%	\$248,333	\$233,333	6.4%
	MEDIAN PRICE	\$280,000	\$229,000	0.0%	\$270,000	\$229,000	17.9%
Multi-Family							
	UNITS LISTED	2	1	100.0%	23	20	15.0%
	UNITS SOLD	5	1	400.0%	9	3	200.0%
	SALES DOLLARS	\$2,180,900	\$175,000	1146.2%	\$2,942,400	\$427,000	589.1%
	LIST/SELL RATIO	90.61	81.77		90.09	83.96	
	DAYS TO SELL	115	263	0.0%	159	230	-30.9%
	ACTIVE INVENTORY	31					
	AVERAGE PRICE	\$436,180	\$175,000	0.0%	\$326,933	\$142,333	129.7%
	MEDIAN PRICE	\$266,000	\$175,000	0.0%	\$236,500	\$175,000	35.1%
Mobile Homes							
	UNITS LISTED	21	18	16.7%	126	142	-11.3%
	UNITS SOLD	8	7	14.3%	56	37	51.4%
	SALES DOLLARS	\$291,500	\$261,650	11.4%	\$1,975,100	\$1,102,888	79.1%
	LIST/SELL RATIO	74.32	88.22		79.57	81.72	
	DAYS TO SELL	286	89	221.3%	167	181	-7.7%
	ACTIVE INVENTORY	103					
	AVERAGE PRICE	\$36,438	\$37,379	-2.5%	\$35,270	\$29,808	18.3%
	MEDIAN PRICE	\$17,250	\$36,000	-52.1%	\$25,500	\$26,500	-3.8%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

July 31, 2002

NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	161	145	11.0%	1079	1000	7.9%
UNITS SOLD	104	84	23.8%	593	486	22.0%
SALES DOLLARS	\$17,762,412	\$11,572,750	53.5%	\$95,940,343	\$71,216,373	34.7%
LIST/SELL RATIO	95.55	93.61		95.24	93.55	
DAYS TO SELL	76	108	-29.6%	97	108	-10.2%
ACTIVE INVENTORY	592					
AVERAGE PRICE	\$170,792	\$137,771	24.0%	\$161,788	\$146,536	10.4%
MEDIAN PRICE	\$158,500	\$143,500	10.5%	\$147,500	\$139,800	5.5%
Residential (Waterfront)						
UNITS LISTED	4	8	-50.0%	55	54	1.9%
UNITS SOLD	10	4	150.0%	34	18	88.9%
SALES DOLLARS	\$2,570,000	\$1,148,900	123.7%	\$11,256,000	\$6,821,900	65.0%
LIST/SELL RATIO	91.43	94.59		91.21	88.97	
DAYS TO SELL	158	580	-72.8%	216	300	-28.0%
ACTIVE INVENTORY	35					
AVERAGE PRICE	\$257,000	\$287,225	-10.5%	\$331,059	\$378,994	-12.6%
MEDIAN PRICE	\$242,500	\$216,200	12.2%	\$336,500	\$392,500	-14.3%
NORTH OKANAGAN - TOTALS						
UNITS LISTED	353	321	10.0%	2349	2349	0.0%
UNITS SOLD	177	162	9.3%	1124	932	20.6%
SALES DOLLARS	\$30,871,637	\$21,244,534	45.3%	\$175,847,714	\$133,350,013	31.9%
LIST/SELL RATIO	93.61	91.14		92.64	90.56	
DAYS TO SELL	154	168	-8.3%	160	164	-2.4%
ACTIVE INVENTORY	2053					

RESIDENTIAL LISTING / SALES ANALYSIS

**July 31, 2002
NORTH OKANAGAN**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	10	73	5	36
90001 to 110000	6	93	9	64
110001 to 130000	26	188	13	109
130001 to 150000	33	184	18	103
150001 to 170000	24	155	21	93
170001 to 190000	19	110	13	60
190001 to 210000	8	70	8	36
210001 to 230000	12	52	6	28
230001 to 250000	6	37	2	18
250001 to 270000	3	24	2	11
270001 to 290000	1	16	2	9
290001 to 310000	2	15	2	4
310001 and over	11	61	3	22
	161	1078	104	593

LOT LISTING / SALES ANALYSIS

July 31, 2002

NORTH OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	5	25		3		14
30001 to 40000	4	28		0		2
40001 to 50000	3	20		0		7
50001 to 60000	4	13		2		8
60001 to 70000	4	12		0		5
70001 to 80000	5	17		3		17
80001 to 90000	1	6		0		5
90001 and over	13	101		5		44
	39	222		13		102